

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT



CUSTOMER & LOCATION: FESTER DE MEXICO, S.A. INDUSTRY ROOF
STA. CLARA EDO, MEXICO CLASSIFICATION: COATINGS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 6/20/84
TELECON

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book
☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: Ishmiel Martinez, General Manager

CALL OBJECTIVE: Follow-up on samples of HPO.

RESULTS OF CALL:

Had expected to have lunch today with Mr. Martinez, as well as Tony Galvan from Texas Refinery. however, Mr. Martinez did not show for lunch nor a 10:00 a.m. meeting at the Camino Real on June 21, 1984. Through a later telephone call we learned that the HPO sample was tested in an asphaltic roof coating against 7R and found to take 40% more of HPO to reach desired viscosity. Assured him that HPO can be successfully used, especially in their aluminum asphalt coatings, and they agreed to continue their evaluations. Potential is for 900 ton/year.

FOLLOW-UP ACTION REQUIRED:

Continue quarterly calls.

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

-0285B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

9-011-525-576-1844

CUSTOMER & LOCATION: PLACOSA, S.A. DE C.V. INDUSTRY SEALANTS &
CLASSIFICATION: COATINGS
MEXICO CITY

SALESMAN: J. E. WALSH
E. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 04/26/85

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book
☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: Fernando E. Blanco, Tech. Manager
Luis Soria, General Manager

CALL OBJECTIVE: Initial meeting with RG-244 prospect.

RESULTS OF CALL:

Fernando contacted this office in late March to request information on an upcoming purchase of RG-244. His original request was for pricing on 3,000 lbs. but was increased to a full 20' container (5,000 lbs). Promised to visit him on the next trip to Mexico City. He has spent several years with Products Research Corp., Glendale, CA. Placosa is a licensee of PRC.

Their intent is to buy the RG-244 direct from Calidria, rather than, at present, through PRC. It is also their intent to branch out into new products such as urethanes and polyesters. We are to send samples of RG-144 for their future evaluation in new product applications.

This office is to check with IDD to determine container freight cost to Acapulco versus freight cost through Nogales, Arizona.

Initial order will be for 8,000 # RG-244, C.I.A. Later, order will be placed through a U.S. Company, Coma Corp., So. California location. We will then change the U.S. location and ship into Mexico City.

FOLLOW-UP ACTION REQUIRED: Continue normal calls.

5/1/85 per Fernando - Meeting with Bank today
to sign agreement that would allow them
to obtain dollar with 24 hour notice!

COPIES TO: ~~GML~~, GML, JEW, KC-FILE, PITTS-FILE, JTK



PLACOSA

LUIS H. SORIA D.
GERENTE GENERAL

PLACOSA, S. A. DE C. V.

CALLE SAN ANDRES ATOTO 19 NAUCALPAN EDO. DE MEX. 576-18-44



PLACOSA

ING. FERNANDO E. BLANCO
GERENTE TECNICO

PLACOSA, S. A. DE C. V.

CALLE SAN ANDRES ATOTO 19 NAUCALPAN EDO. DE MEX. 576-18-44

TO (NAME)

Linda Grogan

DATE

4/29/85

LOCATION

K.C.

FROM

T.P. Norris

SUBJECT

Samples

LOCATION

L.B.

Please ship 5 1# Cartons R. - 144 Z

MR. FERNANDO E. BLANCO

9819 BEACHY AVE

ARZETA, CA 91331

Thx.

REPLY IN SPACE BELOW.

4/29/85 1 - our report

5/1 Library

5/2 a) gave Bank of America location in
King City

b) Provided flight forwarder in NO. 1265, B3

DUPLICATE

SNAP OUT AND HOLD THIS COPY UNTIL REPLY RECEIVED. FORWARD BALANCE OF SET INTACT WITH CARBONS TO ADDRESSEE.

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

10 - (1, P. Norris)
Tom - wouldn't SG-130 be a
better product to offer these people,
coarser & cheaper.

CUSTOMER & LOCATION FESTER DE MEXICO, S.A.
STA. CLARA EDO, MEXICO

John Myers
ROOF 9/25/84
COATINGS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 08/29/84
(TELECON)

PERSONS INTERVIEWED: Ishmiel Martinez, General Manager

CALL OBJECTIVE: Follow-up on Evaluation HPO.

RESULTS OF CALL:

As reported on my ROC dated June 20th, the HPO sample tested in an Asphaltic Coating proved to be not as efficient as Canadian 7R. 40% more HPO was required to reach the desired viscosity. In addition, the price of HPO versus 7R is a major issue. 7R delivers into Mexico City at \$250.00/ton. HPO price F.O.B., K.C. is \$310.00.

Commented that he could demonstrate better replacement values in Emulsions and Aluminum Asphalt Compounds. He promised to continue working with our HPO.

FOLLOW-UP ACTION REQUIRED: Continue quarterly contact.

✓
COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

-0329B-

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION IMPERQUIMIA S.A. ASPHALTIC
MEXICO CITY, MEXICO COATINGS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 08/29/84
(TELEPHONE)

PERSONS INTERVIEWED: Mario Gomez, Manager

CALL OBJECTIVE: Check on evaluation of HPO. Samples sent from K.C. July 18.

RESULTS OF CALL:

Mario advised that the 105 # HPO sent from K.C. to their broker in Laredo, Texas was never received. Also not received was the CALIDRIA literature sent from the Long Beach Sales Office.

I will check with the Broker in Laredo to locate the HPO sample. New literature will be sent from this office.

Potential is about 900 tons Canadian grades 7RS, 7R05 and 7M.

FOLLOW-UP ACTION REQUIRED: Follow-up with Broker. Continue quarterly contact.

✓
COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

-0328B-

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION PONDS SHARPE DE MEXICO, S.A. ADHESIVES
NAUCALPANEDO, DE MEXICO SEALANTS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 08/30/84

PERSONS INTERVIEWED: Peres Gavilan, President

CALL OBJECTIVE: Discuss HPO.

RESULTS OF CALL:

His original evaluation indicated we could not replace 7R05 on a pound-for-pound basis. In addition, he commented that the HPO produced a matte finish vs. a more normal gloss finish with the 7R.

Commented that the past difficulties of Canadian Asbestos suppliers indicate that he should continue his evaluation over the long term. To this end, he asked for 500 # HPO to make a production batch and submit samples to his customers.

GLD - Can we give 500 # HPO to Pond's Sharpe if they pay the freight to Mexico City?

FOLLOW-UP ACTION REQUIRED: Follow up on HPO sample. Continue quarterly contact.

✓
COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

-0327B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: MIDWEST PRODUCTS INDUSTRY ASPHALTIC
7327 S. WOODLAWN CLASSIFICATION: COATINGS
CHICAGO, IL 60619

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 09/06/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book
☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: Robert Patel, R&D

CALL OBJECTIVE: To renew their interest in CALIDRIA products.

RESULTS OF CALL:

HPO has been evaluated in an Asphaltic Compound but failed to develop adequate viscosity. Additional quantities of Canadian asbestos was required to bring the formulation back into specification. Encouraged him to look at HPO in Emulsion and Aluminized roof coatings. New samples will be sent from K.C. Currently buying JM asbestos in C/L quantities.

FOLLOW-UP ACTION REQUIRED:

TPN - Follow up new evaluation; visit on quarterly basis.

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

-0318B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: PURE ASPHALT INDUSTRY ASPHALTIC
3300 W. 31ST CLASSIFICATION: COATINGS
CHICAGO, IL

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 09/06/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book
☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: John Francis, Owner

CALL OBJECTIVE: Renew their interest in CALIDRIA products.

RESULTS OF CALL:

Pure Asphalt produces a broad line of Asphaltic Coatings, including Roof, Sound Deadeners and Undercoatings. The Sound Deadener and Undercoatings are supplied to truck and bus assembly plants. Canadian suppliers are JM & Carey, Grades 7T, 7M and 7RF02 are purchased in C/L quantities. Estimated potential is 1,000 tons/year. The following information was obtained regarding their Dust Collection System. This system has operated successfully for several years without any problem from EPA. Particulars are as follows:

Producer - W. W. Sly Mfg. Co.
Cleveland, Ohio
(216) 238-2000

Unit - Pactecon Dust Filter
Type PS #4

This information was telephoned to Fred Davis, RCA Rubber, Akron, Ohio, on September 7, 1984. Fred promised to call them and set up an appointment so they can inspect his unit and offer suggestions on how to improve his present unit or sell him a new unit.

FOLLOW-UP ACTION REQUIRED: Visit on quarterly basis. Send samples of HPO and SG-210.

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK